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Editorial

Thane's Hills: A View That Turns a Home into an Experience

Thane is often celebrated as a city of hills, lakes and creeks and rightly so. Beyond its bustling streets and evolving skyline lies a beautiful natural landscape that gives the city its unique character. Its hills, in particular, deserve more attention, appreciation and admiration.

We Thanekars are truly blessed to have these green, serene landscapes around us. For many people, experiencing the beauty of the hills means spending hours travelling, planning a getaway and often spending considerably. But in Thane, nature is not necessarily a destination; it can be a part of everyday life.

I have personally always loved hills. Perhaps that is why, over the years, many of our projects have been thoughtfully

designed to embrace hill views. There is something magical about waking up to a landscape that instantly brings a sense of calm. It reminds us to pause, breathe and appreciate the beauty around us.

Our recently launched Rutu City takes this experience to another level. Its spectacular, almost out-of-the-world hill views have left many people mesmerised. I have personally heard residents and visitors share their experiences of standing before this magnificent view and feeling transported into a state of bliss and serenity. Their hill diaries are truly unique and special.

But Rutu City is much more than a beautiful view. It is a thoughtfully envisioned address where every detail speaks of refinement. It is where work finds its perfect rhythm, mornings begin on a calm, happy and positive note, and moments are shared with ease. Here, nature, design, comfort and community come together in perfect sync.

Perhaps that is the real luxury of living in Thane: a life where the hills are not just something you visit, but something you wake up to, live with and cherish every day.



Mukund Patel
Managing Director,
Rutu Group

ACME PROPERTII: Putting Transparency Before Transaction

Kishan Habib

ACME PROPERTI-8108106791

In a real estate market where buyers often face countless choices and complex decisions, Kishan Habib, founder of ACME PROPERTII, is taking a distinctly transparent and customer-first approach to property consulting in Kalyan West. Established in 2019, ACME PROPERTII was built with a clear vision to make Kalyan's property market more transparent and accessible for the people who actually live there, rather than focusing solely on investors from outside the area.

Based in Kalyan West, Kishan brings a strong understanding of the local market and the needs of homebuyers. His professional journey includes associations with several prominent real estate groups, including Rutu Group, Tharwani, Vikas, Nirvana, Parijas, Lodha, Runwal, and Dream Developer. Among these, his association with Rutu Group stands out, spanning more than five years across its Kalyan portfolio.

What makes Kishan's connection with Rutu particularly distinctive is that his relationship with the group extends beyond his professional role. He is also a resident of a Rutu development himself. This gives his client



interactions a unique perspective. When prospective buyers meet him at a project site, they are not simply speaking with a consultant; they are speaking with someone who has personally chosen to live in the kind of development he recommends.

ACME PROPERTII operates across a broad spectrum of real estate services, including residential resale, under-construction projects, rental homes, investment

advisory, and commercial leasing. This comprehensive approach allows Kishan to look beyond simply closing a transaction. His objective is to understand a client's requirements and provide an honest assessment of whether buying a new property, choosing resale, exploring an investment, or even waiting may be the better decision.

For Kishan, real estate is ultimately about relationships and trust. His stated ambition is straightforward yet powerful: to build the most trusted real estate consulting firm in Kalyan.

With local expertise, diverse industry associations, and a philosophy rooted in personal experience, ACME PROPERTII continues to position itself as a consulting firm where transparency comes before transactions and the buyer comes first.

AP HOMES: Shaping Real Estate Dreams Since 2016

Arjun Pawar

AP HOMES | 8898507062

Since its inception in 2016, AP HOMES, led by Arjun Pawar, has steadily built a strong presence in the real estate market through experience, professional relationships, and a customer-focused approach. Over the years, the firm has developed an extensive network within the real estate industry and has worked closely with some of the most reputed names in the sector, including Hiranandani, Lodha, Dosti, Neelkanth, Kalpataru, Godrej, Oberoi, Raymond, Rosa Group, Prestige Group, Cosmos Group, Horizon Group, Puranik Group, Sheth Group, Highland Group, and many more. This



impressive association reflects AP HOMES' ability to connect customers with established developers and a wide range of residential and investment opportunities. Under the guidance of Arjun, the firm has focused on understanding the evolving requirements of



homebuyers and investors and providing them with suitable property options based on their preferences, budget, and aspirations. With the real estate sector constantly evolving, AP HOMES has continued to strengthen its market knowledge and developer network, helping it

remain connected with emerging projects and opportunities. The firm's journey is driven by the belief that purchasing a property is more than a financial decision; it is an important milestone in a person's life, making professional guidance and the right information essential.

Arjun's experience since 2016 has contributed to building valuable relationships with both clients and leading developers, creating a foundation for AP HOMES' continued growth. Its diverse developer portfolio also enables the firm to cater to different customer requirements, from aspirational homes to investment-focused opportunities. As AP HOMES looks towards the future, it aims to further expand its reach, strengthen its associations, and continue delivering dependable real estate services. With a growing network, industry experience, and a vision focused on customer needs, AP HOMES continues its journey of turning property aspirations into meaningful opportunities, one connection at a time.



Building Trust Through Every Property Visit: Swati Chaudhary

Swati Chaudhary
8983193651



A successful Channel Partner is more than a link between developers and homebuyers. The role demands market knowledge, strong relationships, transparency and the ability to understand what a buyer truly seeks. Swati Chaudhary has been building her journey in this dynamic field with a strong focus on property visits and meaningful connections within the real estate industry.

Her experience in property visits dates back to 2019, giving her valuable exposure to changing homebuyer preferences and the evolving residential real estate market. Over the years, she has had the opportunity to work with established and recognised names in the sector, including Rutu, Kohinoor and Sunteck. These associations have strengthened her understanding of different projects, locations, property offerings and customer requirements.

For a Channel Partner, every property visit is an opportunity to build confidence. Buyers often have numerous questions before making one of the biggest financial decisions of their lives. From understanding a project's location and amenities to evaluating its overall suitability, they look for someone who can simplify the process. Swati's approach focuses on helping customers explore their options more effectively and make informed choices.

Her association with multiple reputed groups also highlights the importance of

strong professional networks in real estate. Working alongside diverse developers and project teams provides wider market exposure while enabling prospective buyers to explore varied property options.

The real estate sector continues to witness changing buyer expectations, making the role of Channel Partners increasingly significant. Professionals like Swati help bridge the gap between customers and developers by connecting buyers with suitable projects and making the property search more approachable.

Swati represents the evolving face of Channel Partnership, where relationships, property knowledge and customer interaction come together. As the real estate market continues to evolve, her experience and customer focused approach remain central to her professional journey.



DSP Properties: Turning Property Choices into Smart Investments

Mahesh Sarafe
DSP Properties | 9930153530

DSP Properties has established itself as a professional and customer-focused name, helping property seekers explore opportunities that align with their requirements, preferences, and investment goals. With a strong emphasis on property solutions and client satisfaction, the firm continues to build meaningful connections between buyers and the right real estate opportunities.

DSP Properties understands that purchasing a property is one of the most important financial decisions for an individual or family. The company therefore focuses on making the property-search journey more convenient, informative, and transparent. By understanding the needs of its clients, DSP Properties assists them in exploring suitable options while providing guidance throughout the decision-making process.

With its commitment to professionalism and customer service, DSP Properties aims to create long-term relationships rather than simply completing transactions. Its approach is centred around understanding market opportunities and helping clients make confident and well-informed property decisions.

In today's digital-first environment, DSP Properties has also developed an online presence that allows potential buyers and investors to stay connected with its property offerings. Through its official website, the company provides an accessible platform for people looking to explore its real



estate services. Its presence on YouTube and Instagram further strengthens its ability to showcase properties, communicate with audiences, and remain connected with the growing digital real estate community.

The company can be reached through +91 9930153530 and +91 9987653530, while enquiries can also be directed to maheshsarafe80@gmail.com. Its official website, www.dspproperties.co.in, provides another convenient channel for connecting with the business.

As the real estate sector continues to expand and evolve, DSP Properties remains focused on delivering dependable property assistance and creating a smoother experience for homebuyers and investors. With customer needs at the centre of its approach, the company strives to become a trusted destination for those seeking the right property opportunity.

For DSP Properties, real estate is not merely about properties; it is about helping people take confident steps towards their future.

Finding the Right 'Place for Self' with Rittesh Tanna

Rittesh Tanna

Place For Self | 9892688422

In real estate, success goes beyond transactions; it comes from trust, relationships, and understanding client needs. Since 2018, Rittesh Tanna, the driving force behind 'Place For Self', has been steadily creating a strong identity in the real estate industry with his client-first approach and commitment to excellence.

Founded in 2018, 'Place For Self' was established with a simple yet powerful vision: to provide clients with personalised, transparent, and reliable property solutions. Over the years, Rittesh has transformed this vision into a growing real estate business, helping homebuyers and investors navigate the property market with confidence.

His approach goes beyond simply showcasing properties. By understanding individual requirements, budgets, lifestyles, and investment goals, he strives to connect clients with properties that genuinely match their expectations.

One of Rittesh's key strengths is his association with several reputed names in the real estate sector. His professional collaborations and experience include prominent developers such as Asher, Lodha,



Ruparel, Runwal, Poddar, Rutu, Hiranandani, Puranik, Seth, Godrej, and Piramal, among others.

Working across a diverse range of projects has given him valuable exposure to premium, luxury, mid-segment, and investment-focused developments. This enables him to offer clients a wider perspective and help them make informed property decisions.

As the real estate landscape continues



to evolve, 'Place For Self' is now placing its primary focus on the Western part of Mumbai. With the western market witnessing continuous development, evolving infrastructure, premium residential opportunities,

and growing demand, Rittesh is looking to strengthen his presence across this promising region.

This strategic focus allows 'Place For Self' to bring greater attention to projects

and opportunities in the Western market while continuing to provide clients with professional guidance and personalised property solutions.

For Rittesh, every property transaction is an opportunity to build a lasting relationship. His philosophy is centred around understanding the client, sharing genuine project insights, maintaining transparency, and providing support throughout the property-buying journey.

Whether a client is searching for a dream home, upgrading their lifestyle, or exploring real estate as an investment, the objective remains the same: to make the decision-making process smoother, clearer, and more confident.

With more than six years of industry experience and a growing network of developer associations, Rittesh continues to expand the vision of 'Place For Self'. His increasing focus on Western Mumbai marks another step in this journey, opening the door to new opportunities and a broader client base.

With trust as the foundation, expertise as the strength, and client satisfaction as the priority, Rittesh and 'Place For Self' continue to move forward with a clear goal: helping people find not just a property, but the right place for themselves.



Kalyan Home Realtors: Finding Homes, Building Trust in Kalyan

Rakesh Telavane
Kalyan Home Realtors
9833580508



Trust.”

Kalyan Home Realtors has established itself as a trusted name for individuals and families looking for the right property. With a strong focus on customer satisfaction, transparency, and reliable real estate solutions, the firm continues to help homebuyers take confident steps toward finding their ideal homes.

The company is led by Proprietor Rakesh Telavane, who brings a customer-focused approach to the business. Under his guidance, Kalyan Home Realtors aims to simplify the property-search process by understanding the requirements of buyers and helping them explore suitable opportunities. The firm's philosophy is clearly reflected in its tagline: “Finding Homes, Building

Trust.” With experience working with leading real estate groups including Rutu Group, Lodha Group, Rustomjee Group, and Runwal Group, Rakesh has developed valuable insights into the property market and the evolving requirements of homebuyers.

Kalyan Home Realtors operates from Shop No. 5, Jui Building, Lodha Garden, Gandhari, Kalyan – West,



placing it in a convenient location for clients exploring residential and real estate opportunities in and around Kalyan.

The firm is registered under RERA with Registration No. A011332502404, highlighting its professional identity within the real estate sector. With a focus on

dependable services, Kalyan Home Realtors seeks to create a smoother and more transparent experience for property seekers.

For property-related enquiries, clients can directly connect with Rakesh at 98335 80508. The firm also maintains a digital presence through WhatsApp, Facebook, and

Instagram, making it easier for prospective buyers to stay connected and receive updates.

Communication is further supported through the official email address kalyanhomesrealtors@gmail.com, providing clients with an additional channel for enquiries and property-related discussions.

With its combination of local presence, professional registration, industry experience, direct customer communication, and a clear commitment to trust, Kalyan Home Realtors continues to position itself as a reliable real estate partner in Kalyan-West. For homebuyers searching for opportunities in the region, the firm strives not merely to facilitate property transactions, but to build lasting relationships through honest guidance and service.

Kalyan Home Realtors: finding the right property today while building trust for tomorrow.

Experience That Makes the Difference: K. S. Properties

S. B. Ansari
K. S. Properties | 9867878248



With 18 years of experience in real estate, Sallahuddin Ansari, founder of K. S. Properties, has built his journey on hard work, relationships and trust. Before entering the real estate business, he worked at Hiranandani Estate for four years. He then spent about a year as an independent civil contractor, taking up painting, flat interiors and kitchen related projects. This experience gave him an understanding of properties and construction, eventually encouraging him to enter real estate.

His entry into real estate began at Om Sai Plaza, where he initially focused on Ghodbunder Road and surrounding areas. After gaining experience through a partnership, he started his own venture in 2012 at Vardhaman Vatika, near Vihang Hotel. Over the years, he expanded his work across Dhokali, Vasant Vihar, Majiwada, Pokhran Road and other parts of Thane. In 2019, he moved to Waghbil, Ghodbunder Road, where K. S. Properties continues to operate.

Today, the firm provides services for buying, selling, renting and leasing residential and commercial properties. Its work includes projects associated with reputed names such as Puravankara, DB Realty and Cosmos Group, along with Pushpanjali and other projects. The firm also handles commercial properties, including shops and offices in Ghodbunder Road, Waghbil and Wagle



Estate.

For Ansari, real estate is about much more than completing a transaction. He believes that professional skill, hard work, honesty and trust are essential to building a successful career. His approach is to understand clients, maintain a friendly relationship and work according to their individual needs. A significant part of his business comes through referrals, reflecting the strong network he has built over 18 years. With his son, Shaban Ansari, now looking after the business, Ansari has more time to explore newer opportunities while continuing to guide the firm with his experience.

Speaking about the current market, Ansari observes that rental demand

is presently stronger than resale demand. Ghodbunder Road continues to have good potential, although traffic and connectivity remain concerns. He believes that once upcoming metro infrastructure is completed, connectivity will improve and demand in the area is likely to rise again.

For K. S. Properties, the foundation remains simple: understand people, earn their trust and build relationships that last.

Shailendra Tayade: Understanding Trends, Guiding Property Buyers

Shailendra Tayade
8767062217



Understanding the real estate market is just as important as understanding property. Shailendra Tayade, a dedicated channel partner associated with Kalyan Property, has steadily built his reputation by combining local market knowledge, professional experience, and a strong understanding of changing buyer preferences.

Since beginning his journey in 2017, Shailendra has played an important role in connecting reputed property developers with homebuyers and investors. Over the years, his consistent involvement in property marketing, client handling, and project promotions has helped him establish a strong presence in the competitive Kalyan real estate market.

Based in Kalyan West, Shailendra operates his real estate business alongside his YouTube channel, using digital platforms to reach a wider audience and showcase property opportunities. This combination of local expertise and digital outreach allows him to connect with prospective buyers while keeping them informed about new developments and opportunities.

His professional journey includes associations with reputed groups such as Rutu, Mangeshi, Shelar, Balaji, and Tharwani. This diverse exposure has given him valuable insights into different residential projects, enabling him to better understand project positioning, buyer expectations, pricing, and market demand.

One of Shailendra's key strengths is his ability to keep track of real estate market trends. Kalyan and its surrounding areas have witnessed significant development, infrastructure growth, and increasing



housing demand. In such a changing market, understanding trends can make a major difference to a buyer's decision.

Shailendra closely follows new project launches, changing buyer preferences, pricing movements, and emerging opportunities. His market-focused approach enables

clients to receive practical insights while evaluating properties for both residential and investment purposes.

As a channel partner, Shailendra focuses on understanding the individual requirements, preferences, and budgets of his clients before suggesting suitable properties. His approach revolves around trust, transparency, and clear communication, helping make the property-buying journey more comfortable and informed.

Whether assisting first-time homebuyers or experienced investors, he aims to bridge the gap between developers and buyers while ensuring that clients have a clearer understanding of the opportunities available to them.

With years of experience and a strong connection with the Kalyan market, Shailendra continues to grow as a dependable channel partner. For him, real estate goes beyond transactions; it is about reading the market, understanding people, creating value, and building relationships that last.



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Artist's Impression



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